



Space and Naval Warfare Systems Center Atlantic

CO Priorities

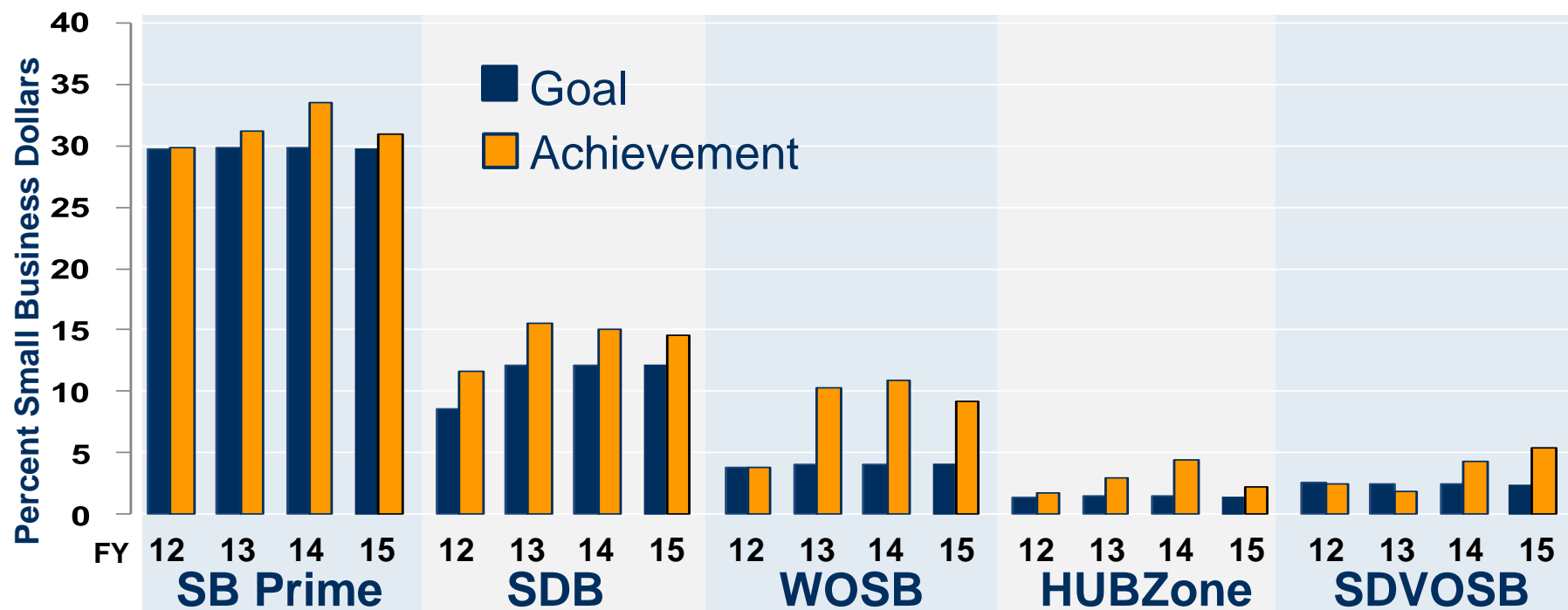
13 August 2015

CAPT Scott D. Heller
SSC Atlantic
Commanding Officer

Agenda

- ▼ Small Business Success Stories – Opportunity Exists!
- ▼ Improving our relationship
- ▼ Back to the basics
- ▼ National Broadside Challenge
 - Strengthening command for the future
 - Aligning to a common purpose
- ▼ Conclusion

Small Business (SB) Performance Metrics



SSC Atlantic FY 15 Achievements (Thru 3 Aug 2015)	Goal	Achieved	Obligated
Small Business Prime	29.81%	30.90%	\$343,668,304
Small Disadvantaged Business	12.18%	14.56%	\$161,941,325
Women Owned Small Business	4.06%	9.24%	\$102,782,515
HUBZone Small Business	1.48%	2.25%	\$25,034,317
Service Disabled Veteran Owned Small Business	2.43%	5.41%	\$60,181,203

***36% of large business subcontracted dollars go towards SB**

To Be... Improving Our Relationship - Contracts

Business Portfolios

PEO C4I

PEO EIS

USMC/SOCOM

Navy & Fed Support

A Cross Competency IPT designated for each Portfolio

- ✓ Upfront strategic planning (PPSM)
 - ✓ Increase PR quality
 - ✓ Reduce ping pong effect
 - ✓ Increase First Pass Yield

Cross Competency IPT members

1.2 Business/Resource Financial Manager for IGE review and development

2.0 Contracts for contract and TO strategy development and review

3.0 Office of Counsel for evaluations, SSEB mentoring

4.0/5.0/6.0 Logistics and Fleet Support, Engineering, and Program & Project Management for developing PWS, CDRL, QASP, Evaluation factors and SSEB

4.3/6.1 Integrated Logistics Support and Acquisition Policy Processes & Tools for QA

Focus on the Basics

▼ Proactive Sustainment, for each fielded system

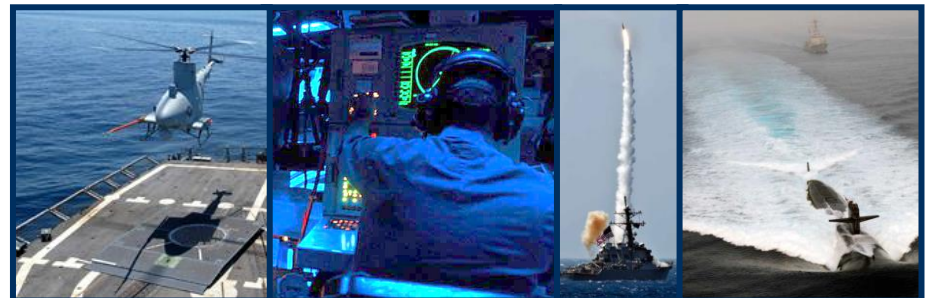
- Operational – Prove it!
 - What is your measure? How do you lead the Fleet?
- Secure – Prove it!
 - IAVA Compliance is the minimum measure.

▼ Encourage critical study of even the most closely held beliefs

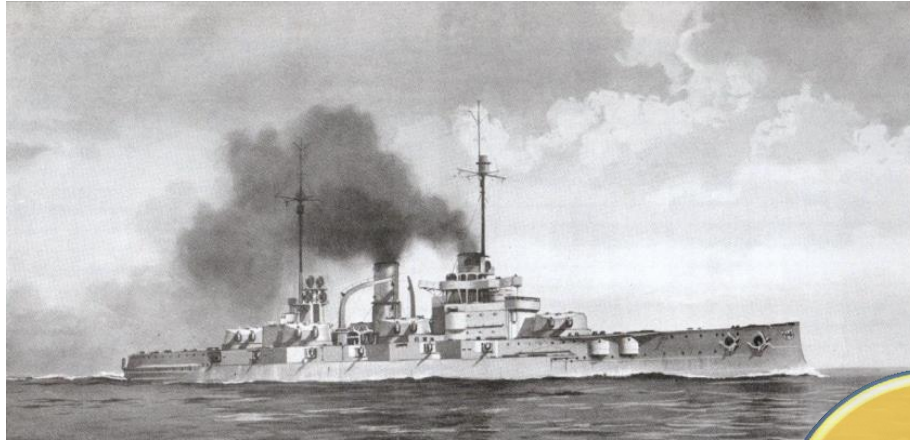
▼ Make every dollar count

▼ Deliver on our promises

- Systems Engineering and Cost & Schedule Modeling lead to reasonable program management expectations
- Contract actions on or prior to the need-by date
- Manage expectations, then over deliver

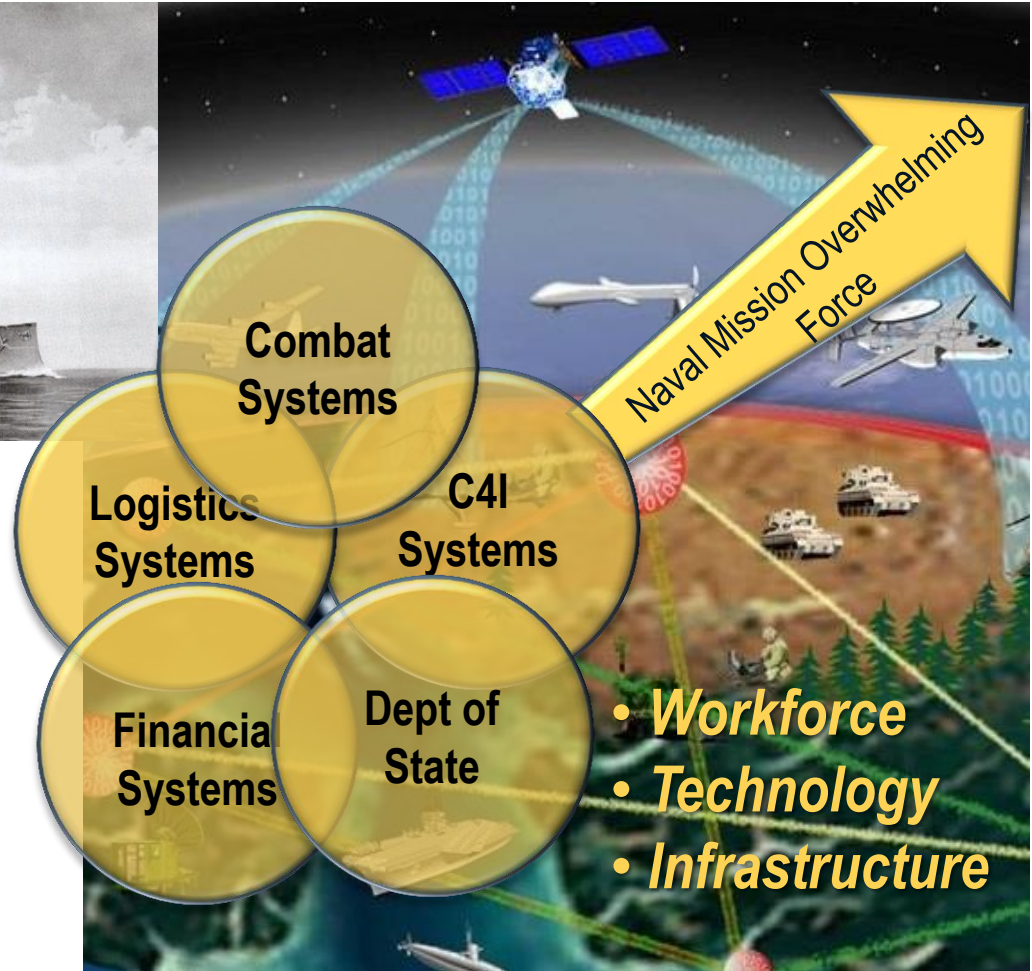


Understanding the Macro Trends Shaping for the Future



WWI – Coordinated broadside from the platform ...

**2015 and beyond requires
a coordinated
National Broadside**



**Ensuring Naval dominance through
collaboration, alignment and engineering excellence.**

Conclusion

- ▼ A strong Naval-Industry Team, and improving
- ▼ Prepare for the future by executing today



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